

the promise 46 is discrete. If the requesting client 12 is no longer active, promise 46 can be queried at a later point.

Promise Attributes

In one embodiment, promise 44 is an object having the following attributes or supporting the following information, in any suitable combination and without limitation: (1) *promise ID* - assigned at fulfillment server 16 and may be identical to *quotation ID*; (2) *total price (base currency)* - total price of promise calculated at fulfillment server 16 in base currency; (3) *total price (customer currency)* - total price of promise calculated at fulfillment server 16 in customer-preferred currency; (4) *total tax (base currency)* - total tax associated with request calculated at fulfillment server 16 in base currency; (5) *total tax (customer currency)* - total tax associated with request calculated at fulfillment server 16 in customer-preferred currency; (6) *date confirmed* - date and time promise processed; (7) *accept-by* - may indicate an expiration date for promise by which an acceptance must be received or some or all associated promise reservations may be released; (8) *date canceled* - date and time promise was canceled, if any; and (8) *date shipped* - date and time promise was fulfilled, if any.

Promise Line-Item Attributes

In one embodiment, the promise line-item is an object having the following attributes or otherwise supporting the following information, in any combination and without limitation: (1) *promise line-item ID* - assigned at fulfillment server 16 and may be identical to *quotation line-item ID*; (2) *product ID* for promised product; (3) *product UOM* for promised product; (4) *promised quantity* for promise line-item; (5) *promised ship date* - date promised quantity will be available to ship and representing shipment date given by ATP server 14; (6) *customer delivery date* - date promised quantity will arrive at the designated customer ship-to location and which may be calculated and updated using a transportation planning and logistics engine; (7) *promised lot*; (8) *promised attributes*; (9) *promise type* - type of response for promise line-item (e.g., "as requested," "alternate/substitute," "option"); (10) *promised unit price (base currency)* - unit price in fulfillment server base currency; (11) *promised total price (base currency)* - computed total price in the fulfillment server base currency; (12) *promised unit price (customer currency)* - unit

price in the customer-preferred currency; (13) *promised total price (customer currency)* - computed total price in the customer-preferred currency; (14) *promise line-item status* - fulfillment server 16 updates according to the corresponding component promise status, indicating whether request line-item succeeded or failed in getting an acceptable promise response; (15) *accept-by* - may indicate an expiration date for promise line-item by which an acceptance must be received or associated promise reservations may be released; (16) *failure reason*; (17) *date/ time shipped*; and (17) *date canceled*.

In one embodiment, the promise line-item delivery is an object having the following attributes or otherwise supporting the following information, in any suitable combination and without limitation: (1) *promise line-item delivery ID* - assigned at fulfillment server 16 and possibly identical to the *quotation line-item delivery ID*; (2) *promised quantity*; (3) *promised ship date*; (4) *customer delivery date*; (5) *promised lot*; and (6) *promised attributes*.

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#### Promise Acceptance Workflow

FIGURE 4 illustrates an example promise acceptance workflow in which the client 12 generates an acceptance 50 based on promise 46 and, possibly, input from an associated user. Client 12 sends the acceptance 50 to fulfillment server 16, where it is decomposed and evaluated. Fulfillment server 16 then sends the resulting component acceptances 52 to LFM 22 and/or ATP servers 14 using network 20. LFM 22 and/or ATP servers 14 process component acceptances 52 and generate component acceptance confirmations 54 as appropriate. LFM 22 and/or ATP servers 14 send the component acceptance confirmations 54 back to fulfillment server 16, where they are processed such that a final acceptance confirmation 56 can be sent to client 12 using network 18, completing the cycle.

While this workflow describes an interactive promise acceptance scenario, the present invention contemplates non-interactive acceptance processing such as typically associated with EDI-based workflows. In some cases, it may be appropriate 30 to perform concurrent quotation confirmation and promise acceptance processing. Separating the interactive quotation confirmation and promise acceptance processing is appropriate, however, if there is a likelihood that product availability may change in

the interval between quotation confirmation 40 and acceptance 50. In this case, the user may want the ability to optionally reject promise 46 if it no longer reflects quotation 36. This type of scenario may be specific to SCP-based ATP server environments. Those skilled in the art will appreciate that system 10 accommodates 5 EDI-based and any other suitable workflows and that the present invention encompasses all such workflows.

Generate Acceptance [Client]

Once client 12 or an associated user has evaluated promise 46 received from 10 fulfillment server 16, client 12 or the user may accept promise 46 in whole or in part. Client 12 generates a formal acceptance 50 corresponding to the originating ATP request 30 and sends it to fulfillment server 16 for processing.

Acceptance Attributes

In one embodiment, acceptance 50 is an object having the following attributes 15 or otherwise supporting the following information, in any appropriate combination and without limitation: (1) *acceptance ID* - assigned at fulfillment server 16 and may be identical to *quotation ID* and *promise ID*; (2) *total price (base currency)*; (3) *total price (customer currency)*; (4) *total tax (base currency)*; (5) *total tax (customer currency)*; (6) *date accepted* - date and time acceptance was processed; (7) *date 20 canceled* - date and time acceptance was canceled, if any; and (8) *date shipped* - date and time acceptance was fulfilled.

In one embodiment, the acceptance line-item is an object having the following attributes or otherwise supporting the following information, in any combination and without limitation: (1) *acceptance line-item ID* - assigned at fulfillment server 16 and 25 which may be identical to *quotation line-item ID* and *promise line-item ID*; (2) *product ID*; (3) *product UOM*; (4) *promised quantity* for the acceptance line-item; (5) *promised ship date*; (6) *customer delivery date*; (7) *accepted lot* - lot identifiers associated with acceptance line-item; (8) *accepted attributes* - list of category/attribute combinations associated with acceptance line-item; (9) *accept type* 30 - type of response for acceptance line-item (e.g., "as requested," "alternate/substitute," "option"); (10) *accepted unit price (base currency)* - unit price for acceptance line-item expressed in the fulfillment server base currency, likely to have been computed